



919-741-5000  
Winston-Salem, N.C. 27102

DM-136-F

November 9, 1992

TO: All Division Managers

**IMPORTANT - TAX PAID MILITARY AND INSTITUTIONAL  
PRICE INCREASE**

The attached letter has been mailed to our Military and Institutional customers announcing a tax-paid price increase on all of our brands effective Friday, January 1, 1993.

Reference the attached "Military Price Increase Instructions" for the various Military chains. It is imperative this information be communicated to our representatives with military/institution responsibility, for follow-through with appropriate customer contacts.

If you have no Military or Institutional calls in your assignment, please treat this letter as information only.

Contact: Frank H. Vestal 919/741-7753.

R. J. REYNOLDS TOBACCO COMPANY

S-3

Attachments

"We work for smokers."